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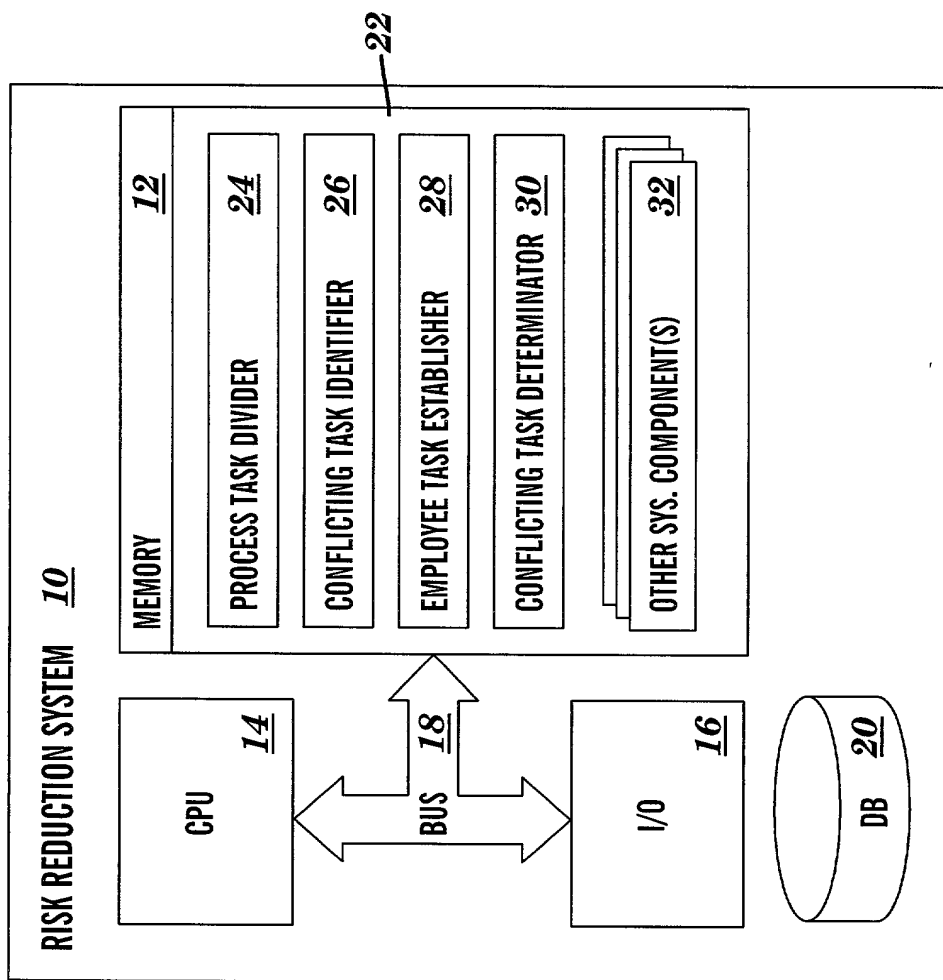


FIG. 1

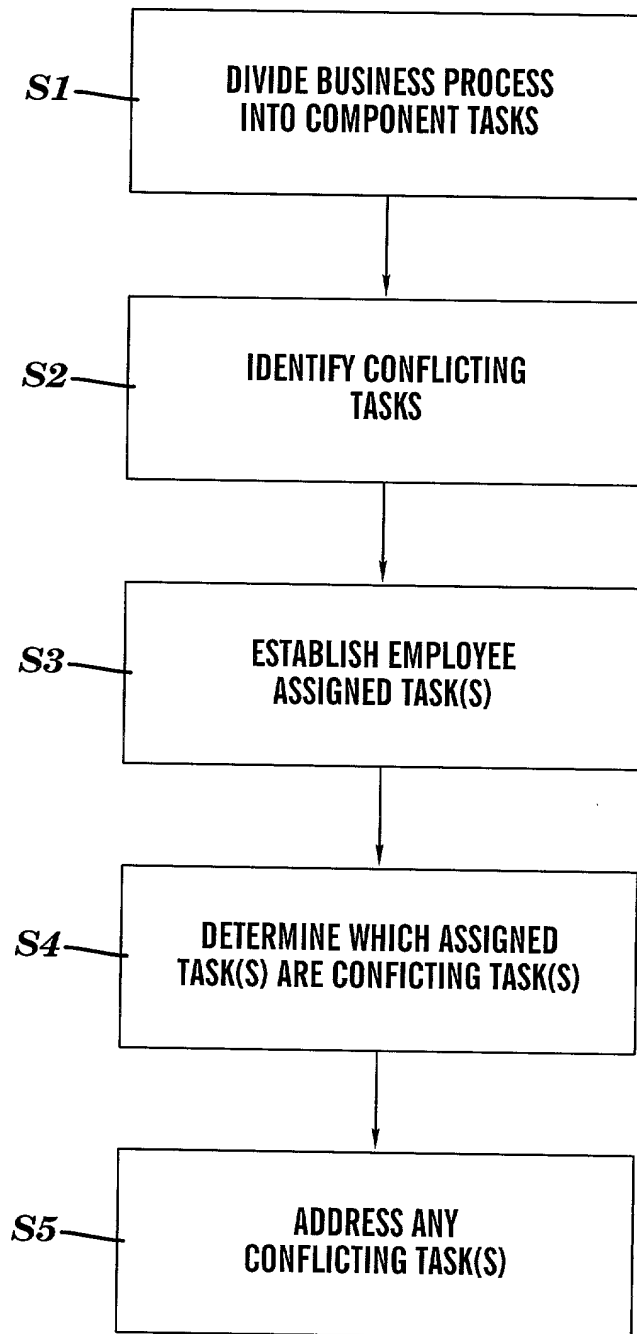


FIG. 2

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
1	RECRUIT BP																									
2		EVALUATE BP APPLICATION																								
3			APPROVE BP APPLICATION																							
4				INPUT BP IN DATABASE																						
5					APPROVE BPDB UPDATES																					
6						MANAGE BP																				
7							PROVIDE BP PERFORMANCE																			
8								DATA/REVENUE FEEDS																		
9								EVALUATE BP PERFORMANCE																		
10									APPROVE RENEWAL/TERMINATION OF BP																	
11										PREPARE CONTRACT																
12											PREPARE EXHIBITS															
13												ESTABLISH CREDIT LIMITS														
14													ORDER ENTRY-SYSTEM													
15														ORDER ENTRY OR SHIPMENT												
16															VERIFY APPROPRIATE DISCOUNTS											
17																AUTHORIZE RETURNS/VERIFY ELIGIBILITY										
18																	SHIP PRODUCT									
19																		AUTHORIZE OR PROCESS BILLING ADJUSTMENTS								
20																			INVOICE BP							
21																				ESTABLISH CRITERIA FOR DISBURSEMENTS						
22																					APPROVE PALS					
23																						AUTHORIZE PAYMENTS/VERIFY ELIGIBILITY				
24																							ISSUE PAYMENT			
25																								CONTROL BP COMPLAINTS		
26																										APPROVE DISPOSITION OF BP COMPLAINTS

FIG. 3A

TASK	DESCRIPTION
1	RECRUIT BP
2	EVALUATE BP APPLICATION
3	APPROVE BP APPLICATION
4	INPUT BP IN DATABASE
5	APPROVE BPDB UPDATES
6	MANAGE BP
7	PROVIDE BP PERFORMANCE DATA/REVENUE FEEDS
8	EVALUATE BP PERFORMANCE
9	APPROVE RENEWAL/TERMINATION OF BP
10	PREPARE CONTRACT
11	PREPARE EXHIBITS
12	ESTABLISH CREDIT LIMITS
13	ORDER ENTRY-SYSTEM
14	OVERRIDE CREDIT LIMIT AT ORDER ENTRY OR SHIPMENT
15	VERIFY APPROPRIATE DISCOUNTS
16	AUTHORIZE RETURNS/VERIFY ELIGIBILITY
17	AUTHORIZE SHIPMENT/SCRAPPING
18	SHIP PRODUCT
19	AUTHORIZE OR PROCESS BILLING ADJUSTMENTS
20	INVOICE BP
21	ESTABLISH CRITERIA FOR DISBURSEMENTS
22	APPROVE PALs
23	AUTHORIZE PAYMENTS/VERIFY ELIGIBILITY
24	ISSUE PAYMENT
25	CONTROL BP COMPLAINTS
26	APPROVE DISPOSITION OF BP COMPLAINTS
27	
28	
29	
30	
31	
32	
33	
34	

FIG. 3B

NO.	EMPLOYEE	TASK 1	TASK 2	TASK 3	TASK 4	TASK 5	TASK 6	TASK 7	TASK 8	TASK 9	TASK 10	TASK 11	TASK 12	TASK	DESCRIPTION
1	aaaaaaaa	1	2					8						1	RECRUIT BP
2														2	EVALUATE BP APPLICATION
3														3	APPROVE BP APPLICATION
4														4	INPUT BP IN DATABASE
5														5	APPROVE BPDB UPDATES
6														6	MANAGE BP
7														7	PROVIDE BP PERFORMANCE DATA/REVENUE FEEDS
8														8	EVALUATE BP PERFORMANCE
9														9	APPROVE RENEWAL/TERMINATION OF BP
10														10	PREPARE CONTRACT
11														11	PREPARE EXHIBITS
12														12	ESTABLISH CREDIT LIMITS
13														13	ORDER ENTRY-SYSTEM
14														14	OVERRIDE CREDIT LIMIT AT ORDER ENTRY OR SHIPMENT
15														15	VERIFY APPROPRIATE DISCOUNTS
16														16	AUTHORIZE RETURNS/VERIFY ELIGIBILITY
17														17	AUTHORIZE SHIPMENT/SCRAPPING
18														18	SHIP PRODUCT
19														19	AUTHORIZE OR PROCESS BILLING ADJUSTMENTS
20														20	INVOICE BP
21														21	ESTABLISH CRITERIA FOR DISBURSEMENTS
22														22	APPROVE PALS
23														23	AUTHORIZE PAYMENTS/VERIFY ELIGIBILITY
24														24	ISSUE PAYMENT
25														25	CONTROL BP COMPLAINTS
26														26	APPROVE DISPOSITION OF BP COMPLAINTS

FIG. 4

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
1	RECRUIT BP	EVALUATE BP APPLICATION	APPROVE BP APPLICATION	INPUT BP IN DATABASE	APPROVE BPDB UPDATES	MANAGE BP	PROVIDE BP PERFORMANCE DATA/REVENUE FEEDS	EVALUATE BP PERFORMANCE (CRBP)	APPROVE BP RENEWAL/TERMINATION	PREPARE CONTRACT	PREPARE EXHIBITS	ESTABLISH CREDIT APPROVALS/LIMITS	ORDER ENTRY-SYSTEM	OVERRIDE CREDIT LIMIT AT ORDER ENTRY OR SHIPMENT	VERIFY APPROPRIATE DISCOUNTS	AUTHORIZE RETURNS (VERIFY ELIGIBILITY)	AUTHORIZE SHIPMENT/SCRAPPING	SHIP PRODUCT	AUTHORIZE OR PROCESS BILLING ADJUSTMENTS	INVOICE BP	AUTHORIZE PAYMENTS/VERIFY ELIGIBILITY	ESTABLISH CRITERIA FOR DISBURSEMENTS	AUTHORIZE PAYMENTS/VERIFY ELIGIBILITY	ISSUE PAYMENT	CONTROL BP COMPLAINTS	APPROVE DISPOSITION OF BP COMPLAINTS
2		X	X	X	X	X				X	X	X		X												
3																										
4																										
5																										
6																										
7																										
8																										

DEPARTMENT ANALYSIS

EMPLOYEE NAME	TASK NO.	TASK NAME
aaaaaaa	1	RECRUIT BP
	2	EVALUATE BP APPLICATION
	4	INPUT BP IN DATABASE
	5	APPROVE BPDB UPDATES
	6	MANAGE BP
	8	EVALUATE BP PERFORMANCE

FIG. 5